

PR/124170 | General Manager of Sales

Job Information

Recruiter
JAC Recruitment Indonesia

Job ID
1621703

Industry
Automobile and Parts

Job Type
Permanent Full-time

Location
Indonesia

Salary
Negotiable, based on experience

Refreshed
November 10th, 2026 11:08

General Requirements

Minimum Experience Level
Over 6 years

Career Level
Mid Career

Minimum English Level
Fluent Level

Minimum Japanese Level
None

Minimum Education Level
Associate Degree/Diploma

Visa Status
No permission to work in Japan required

Job Description

About the Role

We are seeking an experienced General Manager to lead and accelerate the performance of our two-wheeler business operation, overseeing Sales, Marketing, After Sales, Dealer Network, Logistics, Customer Experience, and Business Development functions

Responsibilities:

- Develop and execute business strategies to drive revenue growth, profitability, and market share expansion.
- Lead sales performance across multiple channels and territories.
- Drive dealer network development and strengthen distribution capability.
- Oversee marketing and promotional activities to increase brand visibility and customer acquisition.

- Ensure excellent customer experience through strong CRM and after-sales management.
- Manage inventory, logistics, and supply chain operations to optimize product availability and operational efficiency.
- Build strategic partnerships with financing institutions, vendors, and key stakeholders.
- Drive organizational capability, talent development, and succession planning.
- Monitor business performance through data analytics, reporting, and continuous improvement initiatives.
- Ensure compliance with company policies, governance standards, and industry regulations.

Requirements

- Bachelor's degree in business, Management, Marketing, Engineering, or a related field.
- Minimum 8 years of progressive leadership experience in Automotive, Retail, Distribution, FMCG, or related industries.
- Proven track record in achieving sales growth, business expansion, and profitability targets.
- Experience managing multi-functional teams and large-scale operations.
- Experience in dealer network development, supply chain, and operational management.
- Data-driven mindset with exposure to ERP, CRM, BI Dashboard, or similar business systems.

Notice: By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

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Company Description